



AUDI US 2020 DEALER FINANCIAL STATEMENT

Reviewed by: *[Signature]*

BALANCE SHEET
WHOLE DOLLARS ONLY

PAGE 1

DEALER NAME AND ADDRESS		DEALER NO.	DATE RECEIVED	STATEMENT PERIOD	
ASBURY AUTOMOTIVE ST. LOUIS, LLC 11830 OLIVE BLVD CREVE COEUR MO 63141		424A10		FROM	01/01/20
		BM CODE		TO	09/30/20
ASSETS		AMOUNT	UNIT	LIABILITIES AND OWNERS' EQUITY	
CURRENT ASSETS:				CURRENT LIABILITIES:	
CASH, CONTRACTS & SECURITIES				NOTES PAYABLE	
CASH (1103-1181)	IN TRUST (1142)	7,095,889	3	NEW VEHICLE FINANCING (2101)	369,760.27
CONTRACTS IN TRANSIT (1202)		5,837,813	4	PRE-OWNED VEHICLE FINANCING (2103)	
MARKETABLE SECURITIES (at cost) (1212)	MARKET VALUE \$		5	BANKS AND FINANCE COMPANIES (2111)	
TOTAL CASH, CONTRACTS & SECURITIES (LINES 3 THRU 5)		7,679,670.27	7	OWNERS (2121)	
RECEIVABLES:				OTHER (2131)	6,891,628
CUSTOMERS - VEHICLES (1302)	OVER AGE	2,491,293	8	CURRENT PORTION LONG-TERM DEBT	
CUSTOMERS - SPFA (1304)		1,459,281	9	MORTGAGES 1	
CLAIMS - WARRANTY - AUDI ADVANTAGE/AUDI CARE (1334)		4,900,796	10	TOTAL NOTES PAYABLE (LINES 8 THRU 11)	4,366,785.5
CLAIMS - WARRANTY - OTHER (1335)		4,121,113	11	ACCOUNTS PAYABLE:	
CLAIMS - TRANSPORTATION (1336)			12	TRADE (2201, 2203, 2204)	1,548,509
RESERVE - AUDI (1314)		6,335,353	13	SALES AND USE TAXES PAYABLE (2221, 2223, 2229)	3,533,556
RESERVE - OTHER (1315)		9,535,255	14	DIVIDENDS PAYABLE (2261)	
OTHER RECEIVABLES / MANUFACTURERS - AUDI (1354)		7,864,733	15	OTHER (2281-2285)	1,747,877
OTHER RECEIVABLES / MANUFACTURERS - OTHER (1358)		12,191,171	16	TOTAL ACCOUNTS PAYABLE (LINES 11 THRU 14)	5,393,680
RECEIVABLES FROM DEALERSHIPS (1363)			17	PAYROLL DEDUCTIONS AND ACCRUALS:	
			18	FEDERAL INCOME TAXES WITHHELD AND ACCRUED (2311-2309)	
			19	STATE AND LOCAL TAXES WITHHELD AND ACCRUED (2311-2313)	
OTHER RECEIVABLES - OTHER (1342)			20	OTHER PAYROLL DEDUCTIONS (2331)	303,746
LEAS - ALLOWANCE FOR DOUBTFUL RECEIVABLES (1359)		2,807,788	21	TOTAL PAYROLL DEDUCTIONS & ACCRUALS (LINES 17 THRU 19)	303,746
NET RECEIVABLES (LINES 8 THRU 20)		12,728,109	22	CUSTOMER SALES DEPOSITS IN TRUST (2401)	4,567,508
NEW VEHICLES AUDI (1404)	UNITS	84	23	ACCRUED LIABILITIES:	
NEW VEHICLES OTHER MAKES (AUDI FRANCH) (1402, 1408)	UNITS	446	24	ACCRUED COMPENSATION (2601-2609)	1,130,082
DEPOS - NET (1422) (MINUS 1425)			25	ACCRUED PAYROLL (2611-2633)	1,768,778
RENTAL VEHICLES - NET (1424) (MINUS 1425)	UNITS	286	26	ACCRUED PENSION PLAN (2611)	852,666
LIFO RESERVE NEW VEHICLES (1421)			27	ACCURED TAXES OTHER THAN PAYROLL (2637)	618,999
TOTAL NEW (LINES 22 THRU 26)	UNITS	816	28	OTHER ACCRUED LIABILITIES (2651-2659)	9,358,311
AUDI CERTIFIED PRE-OWNED (1414)	UNITS	1	29	TOTAL ACCRUED LIABILITIES (LINES 23 THRU 27)	23,999,455
PRE-OWNED AUDI (1416)	UNITS	87	30	FEDERAL, STATE AND LOCAL INCOME TAXES (2691-2693)	
PRE-OWNED VEHICLES OTHER (AUDI FRANCH) (1412, 1416, 1422)	UNITS	403	31	TOTAL CURRENT LIABILITIES (LINES 8, 15, 20, 21, 28 & 29)	52,211,784
PRE-OWNED VEHICLES (OTHER FRANCH) (1417)	UNITS		32	LONG-TERM LIABILITIES:	
AUDI CPO UNIT (1414)	UNITS		33	NOTES PAYABLE - BANKS AND FINANCE CO. (LESS CURRENT PORTION) (2801)	
PRE-OWNED AUDI (1416)	UNITS	40	34	NOTES PAYABLE - OWNERS (LESS CURRENT PORTION) (2803)	
OTHER MAKE/AUDI FRANCH (1412, 1416, 1422)	UNITS	111	35	NOTES PAYABLE - OTHER (LESS CURRENT PORTION) (2805)	
DIRECT FRANCH (1412, 1416, 1422)	UNITS		36	NOTES PAYABLE - LEASE VEHICLES (2909)	9,352,563
LIFO RESERVE PRE-OWNED VEHICLES (1415)			37	MORTGAGE LOANS PAYABLE (LESS CURRENT PORTION) (2911)	
TOTAL PRE-OWNED (LINES 27 THRU 31)	UNITS	491	38	RESERVES (2901)	
DESCRIPTION	ACCT.	COST OR MARKET	ACCT.	INVENT. ADJ.	
NEW PARTS & ACC. AUDI	1442	3,084,921	1443	1,226.3	
OTHER PARTS & ACC.	1448	3,100,325	1449		
TIRES	1452	4,423,515	1453		
TOTAL PAA (LINES 32 THRU 34)		3,453,052		1,226.3	3,440,789
LIFO RESERVE PARTS & ACCESS. (1441)					
WORK IN PROCESS - LABOR (1472)					13,554
SUBLET INVENTORY (1474)					6,600
MISCELLANEOUS INVENTORIES (1480-1488)					7,906.63
TOTAL INVENTORIES (LINES 37, 47 & 43 THRU 45)		5,896,711.9			
PREPAID EXPENSES:					
PREPAID ADVERTISING (1502)					
PREPAID INSURANCE (1522)					
PREPAID RENT (1542)					
OTHER PREPAID EXPENSES (1682-1692)					23,146
TOTAL PREPAID EXPENSES (LINES 48 THRU 52)					23,146
TOTAL CURRENT ASSETS (LINES 6, 21, 47 & 53)		14,851,507.6			
CAPITAL ASSETS:					
DESCRIPTION	ACCT.	COST	ACCT.	ACC. DEPN & AMOR.	
LAND	1702				
BUILDINGS & IMPROV.	1722	1,707,314.9	1723	2,574,496	
LEASEHOLD IMPROV.	1732	3,068,758	1733	1,345,519	
MACHINERY & EQUIP.	1742	8,591,604	1743	6,905,198	
FURNITURE & FIXTURES	1762	6,272,925	1763	4,104,930	
COMPANY VEHICLES	1772	1,721,015	1773	1,561,977	
COMPUTER EQUIPMENT	1786	1,518,699	1787	841,944	
OTHER DEPREC. ASSETS	1782	8,175,977	1783	6,448,872	
TOTAL (LINES 54 THRU 65)		36,148,008		15,815,406	20,332,602
OTHER ASSETS:					
LONG TERM NOTES RECEIVABLE - CUSTOMERS (1592)					
RECEIVABLES - OWNERS, EMPLOYEES AND OTHER (1604)					180
FA RECEIVABLES (1605, 1612)					4,827,300
LEASE VEHICLES - NET (1632) (MINUS 1633)					
INVESTMENTS & ADVANCES - OTHER THAN AUTO BUSINESS (1642)					
INVESTMENTS & ADVANCES - SUBSIDIARY & AFFILIATED COMPANIES (1646)					1,013,894.66
CASH SURRENDER VALUE OF LIFE INSURANCE (1652)					
OTHER (1682-1686)					2
TOTAL OTHER ASSETS (LINES 66 THRU 76)					1,019,523.78
TOTAL ASSETS (LINES 6, 66 & 77)		27,070,056			
NET WORKING CAPITAL					
LIABILITIES AND OWNERS' EQUITY:					
OWNERS' EQUITY MINIMUM REQUIRED \$					
OWNERS' EQUITY PLUS LIFO ADDBACK \$					2,091,357.09

07 OCT 20 15: 31



STATEMENT OF INCOME AND EXPENSE
WHOLE DOLLARS ONLY

DESCRIPTION	LINE NO.	ACCT. NO.	TOTAL DEALERSHIP				TOTAL AUDI FRANCHISE				TOTAL OTHER FRANCHISE		LINE NO.
			CURRENT MONTH	%	YEAR-TO-DATE	%	CURRENT MONTH	%	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	
SALES	1		38528977		317761951		5740137		46779872		327888402	70982079	1
OPERATING INCOME (FROM PD 3, 4 & 5)	2		6001463	1.5%	47370965	1.4%	616259	1.0%	5116535	1.0%	5385204	42254430	2
SELLING EXPENSES													
SALESPERSONS' COMPENSATION	3	01	386606	6%	3289410	6%	74878	1.2%	824186	1.2%	311728	2663224	3
FAI COMPENSATION	4	02	121721	2%	1163420	2%	15676	2%	155323	3%	106046	1008097	4
CUSTOMER RELATIONS & ADJUSTMENTS	5	03	47236	8%	463467	1%	10419	1%	74313	1%	36817	389154	5
DEMONSTRATOR VEHICLE EXPENSE	6	04											6
INTEREST - FLOOR PLANING	7	07	74019	12%	1059562	22%	14150	2%	159589	3%	59869	899993	7
FLOOR PLAN ASSISTANCE	8	04	82237	14%	738163	1%	53577	8%	52981	1%	28660	200352	8
DELIVERY EXPENSE	9	08, 09	45768	-8%	383980	-8%	10541	-1%	80786	-1%	35227	303194	9
TRANSPORTATION CLAIMS	10	11											10
WARRANTY & PRE-OWNED VEH. GUARANTEE	11	12											11
ADVERTISING - RETAILER (PLAN, POS, ETC.)	12	14	129793	2%	1071918	2%	31431	5%	257918	5%	98362	814000	12
ADVERTISING - EVENT, PROMOTIONAL	13	15	443								443		13
TOTAL SELLING EXP. (LINES 3 THRU 13)	14		630927	1.0%	5925634	1.2%	82438	1.3%	660712	1.2%	548491	5264922	14
EMPLOYMENT EXPENSES													
SALARIES - OWNERS	15	21											15
COMPENSATION - SUPERVISOR	16	22	893495	1.4%	7605937	1.6%	136523	2.2%	1268723	2.4%	756972	6337214	16
SALARIES & WAGES - CLERICAL	17	23	88160	1%	798379	1%	11253	1%	101231	2%	76907	697148	17
SALARIES & WAGES - OTHER	18	24	266629	4%	2529799	5%	32988	5%	295468	5%	233643	2234330	18
COMPENSATION - SPECIALISTS	19	25	433948	7%	3502439	7%	54530	8%	464954	9%	379418	3037488	19
ABSENTEE, VACATION & HOLIDAY PAY	20	29	69604	1%	685566	1%	14355	2%	80990	1%	55249	604576	20
WORKERS' COMPENSATION INSURANCE	21	31											21
PAYROLL TAXES	22	32	178143	2%	1781767	3%	27256	4%	263647	5%	148887	1518120	22
PENSION	23	33	20662	3%	115768	2%	2936	5%	15094	3%	17726	100674	23
OTHER EMPLOYEE EXPENSES / BENEFITS	24	34, 39	113194	1%	1041422	2%	16666	2%	140270	2%	96528	901152	24
TOTAL EMP. EXP. (LINES 15 THRU 24)	25		2061835	3.4%	18081077	3.8%	296505	4.8%	2630378	5.1%	1765330	15430699	25
SEMI-FIXED EXPENSES													
COPIES/BACKS	26	41											26
SUPPLIES AND SMALL TOOLS	27	42	77783	-1%	618859	-1%	5572	-9%	73897	-14%	72211	545162	27
UNIFORMS AND LAUNDRY	28	43	12376	2%	130306	3%	1930	3%	14851	3%	10448	115455	28
TRAINING	29	44	27508	5%	227096	5%	10653	17%	43946	9%	16853	183150	29
COMPANY VEHICLES - EXPENSES	30	45	10811	2%	104812	2%	1408	2%	8562	2%	9403	96250	30
VEHICLE LOANERS - EXPENSES	31	46	188346	3%	2148735	4%	45454	7%	385468	7%	140892	1763267	31
FREIGHT, EXPRESS AND CARTAGE	32	47	20003	3%	281766	6%	510	-1%	25904	5%	20513	258862	32
CONSULTING & GROUP MANAGEMENT FEES	33	49	177		1412						177	1412	33
OTHER DEPRIC. ASSETS - EXPENSES	34	50											34
DATA PROCESSING EXPENSES	35	51	158709	2%	1490349	3%	17433	2%	159045	3%	141276	1330704	35
POSTAGE, STATIONERY & OFF. SUPPLIES	36	52	19372	3%	97284	2%	4625	8%	28297	6%	14747	68987	36
TELEPHONE	37	53	857		16389		33		284		824	16105	37
TRAVEL AND ENTERTAINMENT	38	54, 55	8619	1%	84314	2%	2743	4%	11684	2%	5876	72650	38
MEMBERSHIP DUES & SUBSCRIPTIONS	39	55	12521	2%	86239	2%	5628	9%	10584	2%	6893	75655	39
PROFESSIONAL FEES	40	94	89		852						89	852	40
CONTRIBUTIONS	41	95	3001	1%	27001	1%	375	1%	3120	1%	2626	23881	41
BAD DEBTS	42	96	31445	1%	184157	4%	10766	1%	73376	1%	20679	110781	42
MISCELLANEOUS EXPENSES	43	97	118962	2%	1198168	2%	22298	3%	226773	4%	96584	971395	43
TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	44		533011	0.9%	5460021	1.1%	117284	1.9%	918777	1.8%	415747	4541244	44
FIXED EXPENSES													
HEAT, LIGHT, POWER & WATER	45	81	79916	1%	790012	1%	16885	2%	148534	2%	63031	641478	45
RENT	46	82	557555	9%	5019095	10%	87791	14%	787553	15%	469784	4231542	46
AMORTIZATION - LEASEHOLD IMPROV.	47	83											47
REPAIRS & MAINT. - OWNED/LEASED PROPERTY	48	84	60681	1%	452591	1%	7443	1%	72573	1%	53238	380018	48
DEPRECIATION - BUILDINGS & IMPROV.	49	85											49
INSURANCE - BUILDINGS & IMPROV.	50	86	129313	2%	1152063	2%	10448	1%	93082	1%	118865	1058981	50
INSURANCE - OTHER	51	92	21		10091				155		21	9938	51
REAL ESTATE TAXES	52	87	114455	1%	1025045	2%	12980	2%	110396	2%	101475	914849	52
TAXES - OTHER	53	93	26801	4%	251952	5%	3580	6%	32137	6%	22301	219815	53
MORTGAGE INTEREST	54	88											54
DEPRECIATION - EQUIPMENT & FIXTURES	55	61	92843	1%	824101	1%	15157	2%	134945	2%	77686	689156	55
EQUIPMENT RENTAL	56	62	7066	1%	67640	1%	105		560		691	67080	56
REPAIRS & MAINT. - EQUIPMENT	57	63	4339	1%	54767	1%	306		4763	1%	4033	50004	57
TOTAL FIXED EXPENSES (LINES 45 THRU 57)	58		1072050	1.7%	9847357	2.0%	154675	2.5%	1384898	2.7%	917375	8262659	58
TOTAL OPER. EXPENSES (LINES 14 THRU 58)	59		4297823	1.1%	39094089	1.2%	650880	1.0%	5594565	1.0%	3646943	33499524	59
NET OPERATING PROFIT (LINES 14 THRU 58)	60		1703640	2.8%	8276876	1.7%	34621	-5%	478030	-9%	1738261	8754906	60
BUSINESS FUNDAMENTALS BONUS	61	9140	80306	1%	789704	1%	80306	1%	789704	1%			61
LONG TERM BONUS	62	9170			12597								62
OWN THE FUTURE BONUS	63	9171			7000								63
SALES BONUS	64	9167	25267	4%	257841	5%	25267	4%	257841	5%			64
AUDI SPORT & E-TRON BACK END BONUS	65	9173			13181								65
CFO BONUS	66	9144	28097	4%	258671	5%	28097	4%	258671	5%			66
CEO SALES BONUS	67	9153	14750	2%	170584	4%	14750	2%	170584	3%			67
AUDI CERTIFIED EXCELLENCE (A.C.E.)	68	9150											68
MARKETING BONUS	69	9148	12000	2%	114204	2%	12000	1%	114204	2%			69
AFTERSALES BONUS	70	9143			3832				3832				70
TOP PERFORMERS BONUS	71	9154			6580				6580				71
TBA	72	9172											72
TBA	73	9165											73
OTHER INCOME & (DEDUCTIONS) - NET	74		417392	7%	3016404	6%	61447	1%	444065	8%	355945	2572339	74
TOTAL NET PROFIT BEFORE BONUS & TAX (LINES 14 THRU 74)	75		2279452	3.8%	12897635	2.7%	185246	3.0%	1573069	3.0%	2094206	11327245	75
OWNERS' BONUSES	76	9502	-2		9								76
OWNERS' LIFE INSURANCE PREMIUMS	77	9504											77
EMPLOYEES' BONUSES	78	9522			2670								78
TOTAL OTHER COMP. & LIFE INS. (LINES 76 THRU 78)	79		-2		2679								79
NET PROFIT BEFORE TAXES (LINES 14 THRU 79)	80		2279454	3.8%	12897635	2.7%							80
PROVISION FOR INCOME TAX - CURRENT YEAR	81	9702											81
NET PROFIT (LINES 14 THRU 81)	82		2279454	3.8%	12897635	2.7%							82



STATEMENT OF INCOME AND EXPENSE
WHOLE DOLLARS ONLY

PAGE 3

DESCRIPTION	LINE NO.	ACCT. NO.	AUDI FRANCHISE NEW			OTHER FRANCHISE NEW			AUDI FRANCHISE USED			OTHER FRANCHISE USED		
			CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	
SALES	1		2780630	26441122		14768490		C	1996636	12343974		11675215	98739534	1
OPERATING INCOME (FROM PG 1 & 7)	2		40462	525663	24	1216348	7429189		153815	989556	80	1028947	9839107	2
SALES PERSONS' COMPENSATION	3	01	34791	323446	517	152241	1399688		43087	300740	304	159487	1265536	3
FAI COM/PENSATION	4	02	8244	93745	150	61224	524379		7432	61578	62	44821	483718	4
CUSTOMER RELATIONS & ADJUSTMENTS	5	03	670	10895	17	373	13673		2422	11203	11	4744	55373	5
DEMONSTRATOR VEHICLE EXPENSE	6	06												6
INTEREST - FLOOR PLANNING	7	07	8072	108904	174	53550	683609		8078	50665	51	24519	216384	7
FLOOR PLAN ASSISTANCE	8	04	53577	529814	847	28860	208352							8
DELIVERY EXPENSE	9	08, 09	-4380	-35499	-57	-16628	-132283		-6161	-45287	-46	-18599	-170911	9
TRANSPORTATION CLAIMS	10	11												10
WARRANTY & PRE-OWNED VEH. GUARANTEE	11	12												11
ADVERTISING - MEDIA (PERIODICALS & PUBL. CLES)	12	14	17900	143889	230	48408	354021		10755	86184	87	23243	217087	12
ADVERTISING - EVENT, PROMOTIONAL	13	15												13
TOTAL SELLING EXP. (LINES 3 THRU 13)	14		6720	115568	185	252308	2634735		65613	465083	470	238215	2067187	14
SALARIES - OWNERS	16	21												15
COMPENSATION - SUPERVISOR	16	22	34291	442683	708	275211	2183080		41225	272985	276	112415	1129229	16
SALARIES & WAGES - CLERICAL	17	23	4167	37536	60	27548	247696		1563	14076	14	10330	92886	17
SALARIES & WAGES - OTHER	18	24	4637	41384	66	25515	244179		3045	27162	27	15634	151830	18
COMPENSATION - SPECIALISTS	19	25												19
ABSENTEE, VACATION & HOLIDAY PAY	20	28	376	3360	5	5312	115018		248	2213	2	4401	46495	20
WORKERS COMPENSATION/INSURANCE	21	31												21
PAYROLL TAXES	22	32	7206	66449	106	30001	322079		4583	41921	42	17631	185119	22
PENSION	23	33	341	1573	3	2742	15568		472	1424	1	1462	8656	23
OTHER EMPLOYEE EXPENSES/BENEFITS	24	34, 35	3302	29543	47	21567	191192		1981	17714	18	11747	108121	24
TOTAL EMP. EXP. (LINES 16 THRU 24)	25		54320	622528	935	387996	3318812		53117	377495	381	173620	1722336	25
COMEBACKS	26	41												26
SUPPLIES AND SMALL TOOLS	27	42	2400	18901	30	14684	162546		1747	8865	9	7256	74381	27
UNIFORMS AND LAUNDRY	28	43	146	146		1050	18874					125	4290	28
TRAINING	29	44	4261	17038	27	4830	60903		1598	6639	7	1811	20232	29
COMPANY VEHICLES - EXPENSES	30	45	55	209		406	1410		55	113		286	618	30
VEHICLE LOANERS - EXPENSES	31	46	13520	115312	184	40342	519396		11267	96344	97	32623	424915	31
FREIGHT, EXPRESS AND CARTAGE	32	47		8		5247	46706			62		2528	22210	32
COULTH & GOLF MANAGEMENT FEES	33	48												33
OTHER DEPRE. ASSETS - EXPENSES	34	49												34
DATA PROCESSING EXPENSES	35	51	3875	52454	84	47211	436983		2404	21509	22	18488	172300	35
POSTAGE, STATIONERY & OFF. SUPPLIES	36	52	2135	11747	19	7020	27432		1050	5115	5	3753	12360	36
TELEPHONE	37	53												37
TRAVEL AND ENTERTAINMENT	38	54, 55	1082	3448	6	1847	15840		406	904	1	697	6632	38
MEMBERSHIP DUES & SUBSCRIPTIONS	39	56	1971	2288	4		2082		739	858	1		2150	39
PROFESSIONAL FEES	40	58				56	504							40
CONTRIBUTIONS	41	59	150	1230	2	900	8520		56	495	1	338	3443	41
BAD DEBTS	42	60	11169	68442	109	3985	77414						-101	42
MISCELLANEOUS EXPENSES	43	61	7401	79119	126	35755	331045		6027	46788	47	20923	182299	43
TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	44		50165	370342	592	163333	1707755		24349	187892	190	88827	925729	44
HEAT, LIGHT, POWER & WATER	45	62	6754	59408	95	19818	209445		2533	22292	23	8418	83493	45
RENT	46	63	36116	318021	503	170100	1528787		13159	118133	119	63788	573295	46
AUTHORIZATION - LEASEHOLD IMPROV.	47	64												47
REPAIRS & MAINT. - OWNED LEASEHOLD PROPERTY	48	65	2817	27726	44	14964	122768		1094	12965	13	8273	47978	48
DEPRECIATION - BUILDINGS & IMPROV.	49	66												49
INSURANCE - BUILDINGS & IMPROV.	50	67	2936	26154	42	31812	283419		1360	12116	12	14354	127883	50
INSURANCE - OTHER	51	68		62			-8338			23			248	51
REAL ESTATE TAXES	52	69	5192	44159	71	40590	366541		1947	16559	17	15221	137453	52
TAXES - OTHER	53	70	1424	12869	21	9025	88229		534	4831	5	3519	32674	53
MORTGAGE INTEREST	54	71												54
DEPRECIATION - EQUIPMENT & FIXTURES	55	72	6063	53978	86	30886	273988		2274	20242	20	11582	102745	55
EQUIPMENT RENTAL	56	73	42	224		250	2218		16	84		94	832	56
REPAIRS & MAINT. - EQUIPMENT	57	74		275		36	3465			103		14	1299	57
TOTAL FIXED EXP. (LINES 45 THRU 57)	58		60444	539876	863	317481	2870522		22927	207348	210	125063	1107900	58
TOTAL OPER. EXP. (LINES 14, 25, 44 & 58)	59		171649	1648315	2635	1121118	10531824		166006	1237618	1251	625725	5823162	59
NET OPERATING PROFIT (LINE 20 & 59)	60		-131187	1022652	1635	95230	3102635		12191	-248062	-251	403222	4016955	60

AUDI CERTIFIED EXCELLENCE (ACE)	MTD		YTD	
	UNITS	DOLLARS	UNITS	DOLLARS
PARTICIPATING DEALER DISCOUNTS				
CPO SALES BONUS				



Audi

STATEMENT OF INCOME AND EXPENSE

WHOLE DOLLARS ONLY

PAGE 4

DESCRIPTION	LINE NO.	ACCT. NO.	AUDI FRANCHISE SERVICE			OTHER FRANCHISE SERVICE			AUDI FRANCHISE PARTS			OTHER FRANCHISE PARTS			LINE NO.
			CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE	%	
SALES (FROM P01)	1		441,048	3,658,976		213,025	1,753,638		521,824	4,335,800		298,061	2,421,162	69	
OPERATING INCOME (FROM P09)	2		28,002	218,438	63%	14,612	117,734		14,195	118,278	27%	10,228	75,293	70	
EXPENSES															
CUSTOMER RELATIONS & ADJUSTMENTS	3	03	7,284	51,663	22	29,753	269,402		43	552		537	1,283	4	
SELLING EXPENSES															
TRANSPORTATION CLAIMS	10	11												10	
WARRANTY & PRE-OWNED VEH. GUARANTEE	11	12												11	
ADVERTISING - MEDIA (FROM P10) (EXCEPT P12)	12	14	1,828	18,587	8	173,23	1,598,12		948	9,258		9388	83,280	12	
ADVERTISING - EVENT, PROMOTIONAL	13	15				-1443								13	
TOTAL SELLING EXP. (LINES 3 THRU 13)	14		9,112	70,250	30	466,33	4,290,14		991	9,810		9,925	84,563	14	
EMPLOYMENT EXPENSES															
SALARIES - OWNERS	15	21												15	
COMPENSATION - SUPERVISION	16	22	38,235	345,856	14%	195,623	1,622,869		22,772	207,199	17%	137,616	1,172,209	16	
SALARIES & WAGES - CLERICAL	17	23	2,605	23,480	10	17,217	154,810		2918	261,159	22	18,498	166,197	17	
SALARIES & WAGES - OTHER	18	24	1,404	17,756	7	12,084	121,017		11,256	49,360	4	39,361	385,611	18	
COMPENSATION - SPECIALISTS	19	25	4,100	29,851	12%	24,858	179,976		13,527	166,103	14%	98,741	849,905	19	
ASSURANCE, VACATION & HOLIDAY PAY	20	29	13,456	73,286	32	33,583	327,701		275	2,131	2	2,667	17,126	20	
WORKERS' COMPENSATION INSURANCE	21	31												21	
PAYROLL TAXES	22	32	12,736	126,871	5%	67,866	668,480		2,731	28,406	24	16,444	162,775	22	
PENSION	23	33	1,628	9,319	4	9,685	55,667		495	2,778	2	2,059	10,091	23	
OTHER EMPLOYEE EXPENSES/BENEFITS	24	36,38	9,845	79,506	34	4,591	42,208		1,538	13,507	11	7,567	76,358	24	
TOTAL EMP. EXP. (LINES 15 THRU 24)	25		133,556	1,134,712	46%	739,318	6,161,553		55,512	495,643	41%	322,853	2,840,272	25	
SEMI-FIXED EXPENSES															
COMEBACKS	26	41												26	
SUPPLIES AND SMALL TOOLS	27	42	1,096	11,075	4%	11,547	96,122		1,247	9,302	8	5,418	59,522	27	
UNIFORMS AND LAUNDRY	28	43	1,629	14,170	6	6,284	63,747		1,55	5,35		1,731	16,353	28	
TRAINING	29	44	2,663	12,178	5	6,488	49,871		2,131	8,091	7	2,415	27,888	29	
COMPANY VEHICLES - EXPENSES	30	45	811	3,935	2	2,711	42,463		687	4,305	4	5,222	50,502	30	
VEHICLE LOANERS - EXPENSES	31	46	13,907	115,905	5%	67,869	763,227		6,760	57,907	49	1,140	58,127	31	
FREIGHT, EXPRESS AND CARTAGE	32	47				2,582	17,697		-510	2,634	22	757	9,627	32	
CONSULTING & GROUP INVOICE FEES	33	48				115	918					62	494	33	
OTHER DEPREG. ASSETS - EXPENSES	34	50												34	
DATA PROCESSING EXPENSES	35	51	499	4,702	2%	37,170	341,117		4,160	38,655	33	3,417	32,129	35	
POSTAGE, STATIONERY & OFF. SUPPLIES	36	52	800	6,597	3	19,877	161,300		640	4,838	4	15,699	116,556	36	
TELEPHONE	37	53	23	199		94	12,16		10	85		733	14,889	37	
TRAVEL AND ENTERTAINMENT	38	54,55	714	6,037	3	19,21	273,56		541	12,75	1	10,31	10,993	38	
MEMBERSHIP DUES & SUBSCRIPTIONS	39	55	1,572	4,490	2	3,275	35,986		1,346	2,948	2	3,618	26,657	39	
PROFESSIONAL FEES	40	56				20	213					13	135	40	
CONTRIBUTIONS	41	57	94	735		563	5078		75	660	1	450	4,590	41	
BAD DEBTS	42	58	219	3,521	2	7,917	28,502		184	1,413	1	844	7,491	42	
MISCELLANEOUS EXPENSES	43	59	523	6,149	2	2,372	27,419		4,633	3,940	3	936	12,704	43	
TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	44		21,059	165,488	7%	47,288	705,493		21,691	195,255	16%	82,840	833,340	44	
FIXED EXPENSES															
HEAT, LIGHT, POWER & WATER	45	61	422	3,713	1%	12,091	160,130		3,377	2,970	25	929	11,574	45	
RENT	46	62	2,194	19,688	8%	10,631	95,542		17,558	157,511	13%	8,500	76,439	46	
AMORTIZATION - LEASEHOLD IMPROV.	47	63												47	
REPAIRS & MAINT. - OWN LEASED PROPERTY	48	64	197	1,950	8	20,147	125,868		1,459	12,380	10	7,871	54,886	48	
DEPRECIATION - BUILDINGS & IMPROV.	49	65												49	
INSURANCE - BUILDINGS & IMPROV.	50	66	3,648	32,503	14	3,685	32,834		2,504	22,309	19	25,605	228,114	50	
INSURANCE - OTHER	51	67				21	17,895			31			331	51	
REAL ESTATE TAXES	52	68	3,245	27,599	12	25,369	228,236		2,596	22,079	19	20,295	182,419	52	
TAXES - OTHER	53	69	890	8,010	3	5,294	51,996		712	6,427	5	4,188	41,108	53	
MORTGAGE INTEREST	54	70												54	
DEPRECIATION - EQUIPMENT & FIXTURES	55	71	3,789	33,736	15	19,304	171,243		3,031	26,989	23	15,443	136,994	55	
EQUIPMENT RENTAL	56	72	26	140		563	5,216		21	112		125	1,174	56	
REPAIRS & MAINTENANCE - EQUIPMENT	57	73	306	4,248	2	1,660	3,097			137		18	2,984	57	
TOTAL FIXED EXP. (LINES 45 THRU 57)	58		40,046	359,795	15%	232,691	2,121,678		31,258	277,679	23%	167,892	1,528,147	58	
TOTAL OPER. EXP. (LINES 14, 25, 44, & 58)	59		203,773	1,730,245	74%	1,065,930	9,417,738		109,452	978,387	82%	583,510	5,286,322	59	
NET OPERATING PROFIT (LINE 27 THRU 59)	60		7,625	58,193	2%	39,532	235,957		32,503	204,491	17%	43,930	224,298	60	
OTHER INCOME															
INTEREST EARNED	61	9101	129,956	1,043,157										61	
GAIN ON DISPOSAL OF ASSETS	62	9111												62	
CASH DISCOUNTS EARNED	63	9131							69,689	615,586				63	
	64	9151							6,839	4,275				64	
ASB - PARTS & SERVICE INITIATION	65	9165												65	
ASB - MOBILITY SUBSIDY	66	9165												66	
	67	9165												67	
	68													68	
LICENSE & DOC FEES - AUDI	69	9161	117,585	1,073,435										69	
LICENSE & DOC FEES - OTHER	70	9166												70	
LEASE VEHICLES	71	9181												71	
RENTAL VEHICLES	72	9183												72	
RESERVE HOLDBACK/BONUS - OTHER	73	9141							62,53	652,23				73	
AUDI MISCELLANEOUS INCOME	74	9192	2,578	6,941					1,120	9,254				74	
OTHER MISCELLANEOUS INCOME	75	9193	27,193	217,759					1,047	530,698				75	
NON-TAXED SALES	76	9201												76	
TOTAL (LINE 62 THRU 76)	77		152,205	436,359					104,661	1,347,186				77	



STATEMENT OF INCOME AND EXPENSE
WHOLE DOLLARS ONLY

DESCRIPTION	LINE NO.	ACCT. NO.	AUDI FRANCHISE SERVICE - P&B			OTHER FRANCHISE SERVICE - P&B		LINE NO.	
			CURRENT MONTH	YEAR-TO-DATE	%	CURRENT MONTH	YEAR-TO-DATE		
SALES (FROM PG 10)	1						12342651	10836997	1
OPERATING INCOME (FROM PG 10)	2						655855	5679512	2
	3								3
	4								4
CUSTOMER RELATIONS & ADJUSTMENTS	5	03					1410	49423	5
	6								6
	7								7
	8								8
	9								9
	10								10
WARRANTY & PRE-OWNED VEH. GUARANTEE	11	12							11
ADVERTISING - MEDIA (TV, RADIO, NEWS PAPER, ETC.)	12	14							12
ADVERTISING - EVENT PROMOTIONAL	13	15							13
TOTAL SELLING EXP. (LINES 3 THRU 13)	14						1410	49423	14
SALARIES - OWNERS	15	21							15
COMPENSATION - SUPERVISION	16	22					36107	329827	16
SALARIES & WAGES - CLERICAL	17	23					3314	35559	17
SALARIES & WAGES - OTHER	18	24					32190	242532	18
COMPENSATION - SPECIALISTS	19	25					32092	387819	19
ABSENTEE VACATION & HOLIDAY PAY	20	29					9386	98236	20
WORKERS COMPENSATION INSURANCE	21	31							21
PAYROLL TAXES	22	32					16945	179667	22
PENSION	23	33					1778	10892	23
OTHER EMPLOYEE EXPENSES/BENEFITS	24	38, 39					9731	103394	24
TOTAL EMP. EXP. (LINES 15 THRU 24)	25						141543	1387726	25
COMEBACKS	26	41							26
SUPPLIES AND SMALL TOOLS	27	42					15868	119613	27
UNIFORMS AND LAUNDRY	28	43					1256	12191	28
TRAINING	29	44					1309	25156	29
COMPANY VEHICLES - EXPENSES	30	45					179	1257	30
VEHICLE LOANERS - EXPENSES	31	46					198	- 2398	31
FREIGHT, EXPRESS AND CARTAGE	32	47					2585	73978	32
CONFERENCE & GROUP MEMBERSHIP FEES	33	48							33
OTHER DEPREC. ASSETS - EXPENSES	34	50							34
DATA PROCESSING EXPENSES	35	61					3688	58975	35
POSTAGE, STATIONERY & OFF SUPPLIES	36	62					398	2409	36
TELEPHONE	37	63							37
TRAVEL AND ENTERTAINMENT	38	64, 65					380	12127	38
MEMBERSHIP DUES & SUBSCRIPTIONS	39	65						9080	39
PROFESSIONAL FEES	40	64							40
CONTRIBUTIONS	41	66					375	2250	41
BAD DEBTS	42	68					329	- 2525	42
MISCELLANEOUS EXPENSES	43	69					6884	56814	43
TOTAL SEMI-FIXED EXP. (LINES 26 THRU 43)	44						33459	368927	44
HEAT, LIGHT, POWER & WATER	45	61					13407	72666	45
RENT	46	62					44513	409575	46
AMORTIZATION - LEASEHOLD IMPROV.	47	63							47
REPAIRS & MAINT. - OWN & LEASED PROPERTY	48	64					1983	28518	48
DEPRECIATION - BUILDINGS & IMPROV.	49	65							49
INSURANCE - BUILDINGS & IMPROV.	50	66					10239	91220	50
INSURANCE - OTHER	51	92							51
REAL ESTATE TAXES	52	87							52
TAXES - OTHER	53	93					475	6208	53
MORTGAGE INTEREST	54	89							54
DEPRECIATION - EQUIPMENT & FIXTURES	55	61					471	4186	55
EQUIPMENT RENTAL	56	62					855	10700	56
REPAIRS & MAINT. - EQUIPMENT	57	63					2305	11339	57
TOTAL FIXED EXP. (LINES 45 THRU 57)	58						74248	634412	58
TOTAL OPER. EXP. (LINES 14, 25, 44, & 58)	59						250660	2440488	59
NET OPERATING PROFIT (LINE 2 & 59)	60						405195	3239024	60



GROSS PROFIT ANALYSIS
WHOLE DOLLARS ONLY

CURRENT MONTH

YEAR - TO - DATE

LINE	ACCT.	UNITS	CURRENT MONTH			YEAR - TO - DATE			LINE
			SALES	GROSS PROFIT	PNVR	UNITS	SALES	GROSS PROFIT	
A3 SEDAN QUATTRO	1 4026	2	67715	- 4771	2986	18	651538	19152	1064
A3 SPORTBACK	2 4030								
A3 CABRIOLET FWD	3 4016								
A3 CABRIOLET QUATTRO	4 4021								
S3 SEDAN	5 4127	5	197881	- 2863	- 573	65	2501635	- 88316	1359
RS 3 SEDAN	8 4033								
Q3 QUATTRO	7 4022								
A4 SEDAN FWD	8 4002	3	131831	- 5074	1691	29	1222137	29565	1019
A4 SEDAN QUATTRO	9 4026								
A4 ALLROAD	10 4121								
S4 SEDAN	11 4153	2	140403	13113	6557	15	878142	- 22582	1505
A5 CABRIOLET	12 4003			200		17	903002	19897	1170
A6 COUPE	13 4174	1	47723	- 5219	5219	13	613544	5031	387
A5 SPORTBACK	14 4031	5	242931	- 2571	- 514	11	528456	- 11212	1019
S5 CABRIOLET	15 4152					5	369060	11803	2361
S5 COUPE	16 4024					22	1578680	83843	3811
S5 SPORTBACK	17 4032								
RS 6 COUPE	18 4124					4	323335	- 6621	1655
RS 5 SPORTBACK	19 4040					9	687843	26666	2963
Q5	20 4162	12	566759	- 5993	- 499	82	3943446	33029	- 403
Q5 PHEV	21 4260								
SQ5	22 4015	1	58800	- 38	- 38	15	901592	6899	460
A6 QUATTRO	23 4023								
A9 V8T	24 4180	4	255864	- 162	- 41	26	1662874	46646	1794
A6 ALLROAD	25 4044					1	67991	- 1174	1174
S6 SEDAN	26 4160					3	266232	14735	4912
RS 8 AVANT	27 4266								
A7 V8T	28 4170	1	76925	- 1287	1287	6	464172	1621	270
Q7 PHEV	29 4050								
S7	30 4135					2	201240	- 531	- 266
RS 7	31 4014								
Q7	32 4049								
Q7 V8T	33 4179	9	552969	- 2815	- 313	62	4133753	12630	204
SQ7	34 4051	2	194655	22409	11205	6	586169	38741	6457
Q8	35 4029	2	167305	790	395	14	1093261	- 17670	1262
SQ8	36 4084								
RS Q8	37 4055								
A8 V8T	38 4011					4	302547	- 3794	- 949
A8 V8T	39 4012								
A8 PHEV	40 4255								
S8	41 4136					3	446489	14836	4945
R8 V10 COUPE RWS	42 4048								
R8 V10 COUPE	43 4194					2	352340	13298	6649
R8 V10 SPYDER	44 4177								
R8 V10 PERFORMANCE COUPE	45 4147								
R8 V10 PERFORMANCE SPYDER	46 4024								
TT COUPE	47 4158					1	61105	1660	1660
TT ROADSTER	48 4169								
TT S COUPE	49 4183					1	54887	- 2500	2500
TT RS COUPE	50 4145								
e-tron quattro	51 4041			- 835		13	937722	- 6182	- 476
e-tron SPORTBACK	52 4043								
SPECIAL VEHICLE 1	53 4042								
SPECIAL VEHICLE 2	54 4037								
DISCONTINUED VEHICLES	55 4183								
AUDI FRAN: AUDI - SPECIAL PROGRAM SALES	56 4184, 4189								
NEW VEHICLE ADJUSTMENT	57 5105			- 26588				- 111216	
SUBTOTAL AUDI (LINES 1 THRU 57)	58	49	2701764	- 21704	- 443	449	25733192	55238	- 123
AUDI FRAN: AUDI - FLEET	59 4187								
AUDI FRAN: AUDI - FRI INCOME - NEW	60 9180	41		37197	759	384		492519	1097
AUDI FRAN: AUDI - FRI AFTERMARKET - NEW	61 4018								
AUDI FRAN: AUDI - SERVICE CONTRACTS - NEW	62 4161	35	46502	21669	442	263	411364	153051	341
AUDI FRAN: AUDI - CARE CONTRACTS - NEW	63 4182	33	32367	3300	67	304	296566	35331	79
AUDI FRAN: AUDI - REPOSESSION LOSSES - NEW	64 9422								
AUDI FRAN: AUDI - COST OF SALES ADJUSTMENT LIFO	65 5199								
TOTAL AUDI FRAN: AUDI (LINES 58 THRU 65)	66	49	2780630	40462	826	449	26441122	625663	1393
AUDI FRAN: OTHER MAKES - NEW	67 4191								
AUDI FRAN: OTHER MAKES - FRI INCOME - NEW	68 9181								
AUDI FRAN: OTHER MAKES - FRI INCOME AFTERMARKET - NEW	69 4016								
AUDI FRAN: OTHER MAKES - SERVICE CONTRACTS - NEW	70 4195								
AUDI FRAN: OTHER MAKES - REPOSESSION LOSSES - NEW	71 0483								
AUDI FRAN: OTHER MAKES - COST OF SALES ADJUSTMENT LIFO - NEW	72 5193								
BIFFINAL AUDI FRAN: OTHER MAKES - NEW VEHICLES (LINES 66 THRU 72)	73								
TOTAL AUDI FRAN: NEW VEHICLES (LINES 66 THRU 73)	74	49	2780630	40462	826	449	26441122	625663	1393
OTHER FRAN: NEW VEHICLES	75 4199	226	14317876	643983	2849	1900	116789427	3235099	1703
OTHER FRAN: FRI INCOME - NEW	76 8186	287		322979	1429	2565		2662060	1401
OTHER FRAN: FRI INCOME AFTERMARKET - NEW	77 4020								
OTHER FRAN: SERVICE CONTRACTS - NEW	78 4185	211	450614	249386	1103	1703	3163470	1532030	806
OTHER FRAN: REPOSESSION LOSSES - NEW	79 9461								
OTHER FRAN: COST OF SALES ADJUSTMENT LIFO - NEW	80 5197								
TOTAL OTHER FRAN: OTHER MAKES NEW VEHICLES (LINES 74 THRU 80)	81	226	14768490	1216348	5382	1900	119952997	7429189	3910
TOTAL NEW VEHICLES (LINES 74 AND 81)	82	275	17549120	1256810	4570	2349	146394019	8054852	3429



GROSS PROFIT ANALYSIS

CURRENT MONTH

PAGE 7

AUDI		WHOLE DOLLAR ONLY		CURRENT MONTH							PAGE 7	
LINE	ACCT.	UNITS	SALES	GROSS PROFIT	GROSS PUVR	RECON	RECON PUVR	GP NET	PUVR NET	LINE		
A3 / S3	1 4600	3	109341	20033	6678	5558	1853	14475	4825	1		
RS 3	2 4601									2		
A4 / S4	3 4602	3	101083	7542	2514	7150	2383	392	131	3		
A4 ALLROAD	4 4604									4		
Q3	5 4603									5		
A5 / S5 COUPE, CABRIOLET & SPORTBACK	6 4605	2	83508	10745	5373	5275	2638	5470	2735	6		
RS 5 COUPE, CABRIOLET & SPORTBACK	7 4607									7		
Q5 / SQ5	8 4608	5	167144	22310	4462	16658	3332	5652	1130	8		
A6 / S6	9 4610	6	228229	29455	4909	14150	2358	15305	2551	9		
A6 ALLROAD	10 4650									10		
RS 6 AVANT	11 4651									11		
A7 / S7	12 4611									12		
RS 7	13 4612									13		
Q7 / SQ7	14 4613	1	46048	7673	7673	1703	1703	5970	5970	14		
Q8 / SQ8	15 4619									15		
RS Q8	16 4652									16		
A8 / S8	17 4614									17		
R8 COUPE / R8 SPYDER	18 4616									18		
TT / TTS COUPE & ROADSTER	19 4616	1	39708	3725	3725	2460	2460	1265	1265	19		
TT RS COUPE / TT RS ROADSTER	20 4618									20		
e-tron quattro	21 4649									21		
e-tron SPORTBACK	22 4649									22		
SUBTOTAL AUDI CFO VEHICLES (LINES 1 THRU 22)	23	21	775058	101483	4833	52954	2522	48529	2311	23		
A3 / S3	24 4621	1	24305	-902	-902			-902	-902	24		
RS 3	25 4622									25		
A4 / S4	26 4623	2	63805	5345	2673	7734	3867	-2389	-1195	26		
A4 ALLROAD	27 4625	1	18305	5525	5525	1123	1123	4402	4402	27		
Q3	28 4624	4	107690	16716	4179	8152	2038	8564	2141	28		
A5 / S5 COUPE, CABRIOLET & SPORTBACK	29 4627	4	146072	8110	2028	8259	2065	-149	-37	29		
RS 5 COUPE, CABRIOLET & SPORTBACK	30 4628									30		
Q5 / SQ5	31 4630	9	400966	24246	2694	5760	640	18486	2054	31		
A6 / S6	32 4631	1	11995	6120	6120	4257	4257	1863	1863	32		
A6 ALLROAD	33 4645									33		
RS 6 AVANT	34 4647									34		
A7 / S7	35 4632	1	45704	2514	2514	770	770	1744	1744	35		
RS 7	36 4633									36		
Q7 / SQ7	37 4634	5	198666	13161	2632	11520	2304	1641	328	37		
Q8 / SQ8	38 4640	1	60910	5630	5630	1765	1765	3865	3865	38		
RS Q8	39 4653									39		
A8 / S8	40 4635									40		
R8 COUPE / R8 SPYDER	41 4636									41		
TT / TTS COUPE & ROADSTER	42 4637									42		
TT RS COUPE / TT RS ROADSTER	43 4639									43		
e-tron quattro	44 4643									44		
e-tron SPORTBACK	45 4644									45		
SUBTOTAL APO VEHICLES (LINES 24 THRU 45)	46	29	1087418	86465	2982	49340	1701	37125	1280	46		
SUBTOTAL TOTAL AUDI PRE-OWNED VEHICLES (LINES 23-46)	47	50	1862476	187948	3759	102294	2046	85654	1713	47		
CERTIFIED PRE-OWNED VEHICLES			48	ACCT	CONTRACTS	SALES	GROSS PROFIT	PUVR		48		
AUDI FRAN: AUDI - F&I INCOME - CPO			49	9184						49		
AUDI FRAN: AUDI - F&I AFTERMARKET - CPO			50	4202						50		
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - CPO			51	4299						51		
AUDI FRAN: AUDI F&I INCOME - APO			52	9185	38		33076	1141		52		
AUDI FRAN: AUDI - F&I AFTERMARKET - APO			53	4203	14	11390	15968	551		53		
AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - APO			54	4290	40	49694	4860	168		54		
AUDI FRAN: AUDI - WHOLESALE - TAPO			55	4281	9	73075	14257	1584		55		
SUBTOTAL TOTAL AUDI PRE-OWNED (LINES 49 THRU 55)			56		59	1996635	153815	2607		56		
AUDI FRAN: OTHER PRE-OWNED (OPO)			57	4201						57		
AUDI FRAN: OTHER PRE-OWNED (OPO) RECON			58	5205						58		
AUDI FRAN: OTHER PRE-OWNED (OPO) - NET			59							59		
AUDI FRAN: OTHER MAKES (OPO) - F&I INCOME			60	9162						60		
AUDI FRAN: OTHER MAKES (OPO) - F&I AFTERMARKET			61	4207						61		
AUDI FRAN: OPO - SERVICE CONTRACTS			62	4208						62		
AUDI FRAN: OPO - WHOLESALE			63	4209						63		
SUBTOTAL AF: OPO - PRE-OWNED VEHICLES (LINES 56 THRU 63)			64							64		
AUDI FRAN: TAPO - INVENTORY ADJUSTMENTS			65	5292						65		
AUDI FRAN: TAPO - REPOSSESSION LOSSES			66	9464						66		
AUDI FRAN: TAPO - COST OF SALES ADJUSTMENT LIFO			67	5260						67		
SUBTOTAL AF: TAPO ADJ (LINES 65 THRU 67)			68							68		
AUDI FRAN: OPO - INVENTORY ADJUSTMENTS			69	5272						69		
AUDI FRAN: OPO - REPOSSESSION LOSSES - PO			70	9467						70		
AUDI FRAN: OPO - COST OF SALES ADJUSTMENT LIFO - PO			71	5299						71		
SUBTOTAL AF: OPO - VEH ADJ (LINES 69 THRU 71)			72							72		
TOTAL AUDI FRAN: PRE-OWNED VEH (LINES 56, 64, 68, 72)			73		59	1996635	153815	2607		73		
OTHER FRAN: RETAIL			74	4285	280	8688409	1052678	3760		74		
OTHER FRAN: RETAIL RECONDITIONING			75	5288			365322	-1305		75		
SUBTOTAL OTHER FRAN PRE-OWNED RETAIL VEH. (LINES 74 - 75)			76		280	8688409	687356	2455		76		
OTHER FRAN: WHOLESALE			77	4293	97	2520779	-12067	-124		77		
OTHER FRAN: INVENTORY ADJUSTMENTS			78	5291						78		
OTHER FRAN: F&I INCOME			79	9183	252		182057	650		79		
OTHER FRAN: F&I AFTERMARKET			80	4210						80		
OTHER FRAN: SERVICE CONTRACTS			81	4295	193	466027	171601	613		81		
OTHER FRAN: REPOSSESSION LOSSES			82	9495						82		
OTHER FRAN: COST OF SALES ADJUSTMENT LIFO			83	5293						83		
TOTAL OTHER FRANCHISE USED VEHICLE (LINES 76 THRU 83)			84		377	11675215	1028947	2729		84		
TOTAL PRE-OWNED VEHICLE (LINES 73 PLUS 84)			85		436	13671850	1182762	2713		85		
TOTAL VEHICLE (PAGE 6 LINE 82 PLUS PAGE 7 LINE 85)			86		711	31220970	2439572	3431		86		



GROSS PROFIT ANALYSIS

YEAR-TO-DATE

ACCT	LINE	ACCT.	UNITS	SALES	GROSS PROFIT	GROSS PUVR	RECON	RECON FLAG	GP NET	PUVR NET	LINE	
AUDI CPO VEHICLES	A3/S3	1	4603	11	283885	45102	4100	27616	2511	17486	1590	1
	RS 3	2	4601	1	50890	5665	5665	2306	2306	3359	3359	2
	A4/S4	3	4602	25	740257	108357	4334	53152	2126	55205	2208	3
	A4 ALLROAD	4	4604									4
	Q3	5	4603	2	49039	3814	1907	4519	2260	-705	-353	5
	A5/S5 COUPE, CABRIOLET & SPORTBACK	6	4608	7	304615	43677	6240	18427	2632	25250	3607	6
	RS 5 COUPE, CABRIOLET & SPORTBACK	7	4607	2	134367	12467	6234	3059	1530	9408	4704	7
	Q5/SQ5	8	4609	25	846991	99592	3984	76148	3046	23444	938	8
	A6/S6	9	4610	26	1078986	136160	5237	55260	2125	80900	3112	9
	A6 ALLROAD	10	4650									10
	RS 6 AVANT	11	4651									11
	A7/S7	12	4611	7	360936	36252	5179	15749	2250	20503	2929	12
	RS 7	13	4612									13
	Q7/SQ7	14	4613	14	654202	62767	4483	30547	2182	32220	2301	14
	Q8/SQ8	15	4619									15
	RS Q8	16	4652									16
	A8/S8	17	4614	2	68911	3558	1779	8470	4235	-4912	-2456	17
	R8 COUPE / R8 SPYDER	18	4615	1	149805	-5470	-5470	1812	1812	-7282	-7282	18
	TT / TTS COUPE & ROADSTER	19	4616	1	39705	3725	3725	2460	2460	1265	1265	19
	TT RS COUPE / TT RS ROADSTER	20	4618									20
	e-tron quattro	21	4649									21
	e-tron SPORTBACK	22	4649									22
	SUBTOTAL AUDI CPO VEHICLES (LINES 1 THRU 22)	23		124	4762589	555666	4481	299525	2416	256141	2066	23
	24			595623	-5498	-220			-5498	-220	24	
AUDI PRE-OWNED VEHICLES	A3/S3	24	4621	25							25	
	RS 3	25	4622								25	
	A4/S4	26	4623	16	416871	54291	3393	46312	2895	7979	499	26
	A4 ALLROAD	27	4625	5	86007	13927	2785	7997	1599	5930	1186	27
	Q3	28	4624	14	354793	44456	3175	29214	2087	15242	1089	28
	A5/S5 COUPE, CABRIOLET & SPORTBACK	29	4627	20	609186	71030	3552	34483	1724	36547	1827	29
	RS 5 COUPE, CABRIOLET & SPORTBACK	30	4628									30
	Q5/SQ5	31	4630	52	1814014	165237	3178	65549	1261	99688	1917	31
	A6/S6	32	4631	17	478341	52174	3069	41738	2455	10436	614	32
	A6 ALLROAD	33	4645									33
	RS 6 AVANT	34	4647									34
	A7/S7	35	4632	9	392815	27895	3099	18954	2106	8941	993	35
	RS 7	36	4633									36
	Q7/SQ7	37	4634	31	1101351	94732	3056	62592	2019	32140	1037	37
	Q8/SQ8	38	4640	2	130660	7105	3553	3299	1650	3806	1903	38
	RS Q8	39	4653									39
	A8/S8	40	4635	4	167260	22660	5665	11196	2799	11464	2866	40
	R8 COUPE / R8 SPYDER	41	4636									41
	TT / TTS COUPE & ROADSTER	42	4637									42
	TT RS COUPE / TT RS ROADSTER	43	4639									43
	e-tron quattro	44	4643									44
	e-tron SPORTBACK	45	4644									45
	SUBTOTAL APO VEHICLES (LINES 24 THRU 45)	46		195	6146921	548009	2810	321334	1648	226675	1162	46
SUBTOTAL TOTAL AUDI PRE-OWNED VEHICLES (LINES 23-45)	47		319	10909510	1103675	3460	620859	1946	482816	1514	47	
PRE-OWNED VEHICLES	CERTIFIED PRE-OWNED VEHICLES				48	ACCT	CONTRACTOR UNITS	SALES	GROSS PROFIT	PUVR	48	
	AUDI FRAN: AUDI - F&I INCOME - CPO				49	9164					49	
	AUDI FRAN: AUDI - F&I AFTERMARKET - CPO				50	4202					50	
	AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - CPO				51	4269					51	
	AUDI FRAN: AUDI F&I INCOME - APO				52	9166	342		272065	1395	52	
	AUDI FRAN: AUDI - F&I AFTERMARKET - APO				53	4203	122	99282	89149	457	53	
	AUDI FRAN: AUDI - AUDI CARE/SERVICE CONTRACTS - APO				54	4290	250	342463	51826	266	54	
	AUDI FRAN: AUDI - WHOLESALE - TAPO				55	4291	138	992719	93700	679	55	
	SUBTOTAL TOTAL AUDI PRE-OWNED (LINES 48 THRU 55)				56		457	12343974	989556	2165	56	
	AUDI FRAN: OTHER PRE-OWNED (OPO)				57	4204					57	
	AUDI FRAN: OTHER PRE-OWNED (OPO) RECON				58	5205					58	
	AUDI FRAN: OTHER PRE-OWNED (OPO) - NET				59						59	
	AUDI FRAN: OTHER MAKES (OPO) - F&I INCOME				60	8162					60	
	AUDI FRAN: OTHER MAKES (OPO) - F&I AFTERMARKET				61	4207					61	
	AUDI FRAN: OPO - SERVICE CONTRACTS				62	4208					62	
	AUDI FRAN: OPO - WHOLESALE				63	4206					63	
	SUBTOTAL AF: OPO - PRE-OWNED VEHICLES (LINES 57 THRU 63)				64						64	
	AUDI FRAN: TAPO - INVENTORY ADJUSTMENTS				65	5292					65	
	AUDI FRAN: TAPO - REPOSSESSION LOSSES				66	9404					66	
	AUDI FRAN: TAPO - COST OF SALES ADJUSTMENT LIFO				67	5288					67	
	SUBTOTAL AF: TAPO ADJ (LINES 65 THRU 67)				68						68	
	AUDI FRAN: OPO - INVENTORY ADJUSTMENTS				69	4272					69	
	AUDI FRAN: OPO - REPOSSESSION LOSSES - PO				70	9467					70	
AUDI FRAN: OPO - COST OF SALES ADJUSTMENT LIFO - PO				71	5289					71		
SUBTOTAL AF: OPO - VEH ADJ (LINES 69 THRU 71)				72						72		
TOTAL AUDI FRAN: PRE-OWNED VEH (LINES 56, 64, 68, 72)				73		457	12343974	989556	2165	73		
OTHER FRAN: RETAIL				74	4285	2840	79756629	9912043	3490	74		
OTHER FRAN: RETAIL RECONDITIONING				75	5286			3799244	-1338	75		
SUBTOTAL OTHER FRAN PRE-OWNED RETAIL VEH. (LINES 74 - 76)				76		2840	79756629	6112799	2152	76		
OTHER FRAN: WHOLESALE				77	4293	909	14422865	175801	193	77		
OTHER FRAN: INVENTORY ADJUSTMENTS				78	5294					78		
OTHER FRAN: F&I INCOME				79	5103	2404		1551303	546	79		
OTHER FRAN: F&I AFTERMARKET				80	4210					80		
OTHER FRAN: SERVICE CONTRACTS				81	4295	2024	4560040	1977161	696	81		
OTHER FRAN: REPOSSESSION LOSSES				82	9465					82		
OTHER FRAN: COST OF SALES ADJUSTMENT LIFO				83	5286			22043		83		
TOTAL OTHER FRANCHISE USED VEHICLE (LINES 76 THRU 83)				84		3749	98739534	9839107	2624	84		
TOTAL PRE-OWNED VEHICLE (LINES 73 PLUS 84)				85		4206	111083508	10828663	2575	85		
TOTAL VEHICLE (PAGE 8 LINE 82 PLUS PAGE 8 LINE 85)				86		6555	257477527	10883515	2881	86		



GROSS PROFIT ANALYSIS
WHOLE DOLLARS ONLY

CURRENT MONTH

YEAR - TO - DATE

SERVICE - GENERAL	LINE	ACCT.	CURRENT MONTH				YEAR - TO - DATE				LINE
			ROs	SALES	GROSS PROFIT	GP %	ROs	SALES	GROSS PROFIT	GP %	
AUDI FRAN ALDI - MECH LABOR - CUSTOMER	1	4411	707	165229	101584	6148	5402	1381505	934167	6762	1
AUDI FRAN ALDI - MECH LABOR - WARRANTY	2	4413	496	49565	36701	7405	3904	397804	304019	7642	2
AUDI FRAN ALDI - MECH LABOR - INTERNAL	3	4417	279	55973	42002	7504	2033	413636	321126	7763	3
AUDI FRAN ALDI - MECH LABOR - INTERNAL	4	4415	201	116627	81076	6952	2367	1050698	711903	6776	4
SUBTOTAL AUDI FRAN ALDI - MECH LABOR (LINES 1 THRU 4)	5		1683	387394	261363	6747	13706	3243553	2271215	7002	5
AUDI FRAN ALDI - EXECUTIVE SERVICE - MECH LABOR - CUSTOMER	6	4426									6
AUDI FRAN ALDI - EXECUTIVE SERVICE - MECH LABOR - WARRANTY	7	4427									7
AUDI FRAN ALDI - EXECUTIVE SERVICE - MECH LABOR - INTERNAL	8	4428									8
AUDI FRAN ALDI - EXECUTIVE SERVICE - MECH LABOR - INTERNAL	9	4429									9
SUBTOTAL AUDI FRAN ALDI - EXECUTIVE SERVICE - MECH LABOR (LINES 6 THRU 9)	10										10
TOTAL AUDI FRAN ALDI MECH LABOR (LINES 5 & 10)	11		1683	387394	261363	6747	13706	3243553	2271215	7002	11
AUDI FRAN ALDI - OTHER MAKES - MECHANICAL LABOR - CUSTOMER	12	4412									12
AUDI FRAN ALDI - OTHER MAKES - MECHANICAL LABOR - WARRANTY	13	4414									13
AUDI FRAN ALDI - OTHER MAKES - MECHANICAL LABOR - INTERNAL	14	4418									14
SUBTOTAL AUDI FRAN ALDI - OTHER MAKES - MECH LABOR (LINES 12 THRU 14)	15										15
AUDI FRAN ALDI - UNAPPLIED SERVICE LABOR	16	5418			- 7294	188			30444	- 94	16
AUDI FRAN ALDI - OTHER SHOP MATERIAL / GAS, OIL AND GREASE	17	4421, 4451		24916	9922	3982		207018	66392	3207	17
AUDI FRAN ALDI - EXPRESS GAS, OIL, GREASE	18	4423									18
AUDI FRAN ALDI - SUBLET REPAIRS - SERVICE	19	4491, 4493		28738	1448	504		1208405	11275	541	19
AUDI FRAN ALDI - OTHER MAKES - UNAPPLIED SERVICE LABOR	20	5420									20
AUDI FRAN ALDI - OTHER MAKES - OTHER SHOP MATERIAL / GAS, OIL AND GREASE	21	4422, 4452									21
AUDI FRAN ALDI - EXPRESS GAS, OIL, GREASE	22	4424									22
AUDI FRAN ALDI - SUBLET REPAIRS - SERVICE	23	4497, 4499									23
TOTAL AUDI FRAN ALDI SERVICE GENERAL (LINES 15 THRU 23)	24		1683	441048	280027	6349	13706	3658976	2318438	6336	24
OTHER FRAN MECHANICAL LABOR - CUSTOMER	25	4401, 4431	3671	1127641	808491	7170	29366	9076309	6520175	7184	25
OTHER FRAN MECHANICAL LABOR - WARRANTY	26	4403, 4433	1258	186291	115443	6197	9979	1529823	983650	6430	26
OTHER FRAN MECHANICAL LABOR - INTERNAL	27	4405, 4435	779	525109	421806	8033	6952	4364461	3431213	7862	27
OTHER FRAN - TOTAL MECH LABOR (LINES 25 THRU 27)	28		5708	1839041	1345740	7318	46297	14970593	10935638	7305	28
OTHER FRAN UNAPPLIED SERVICE LABOR	29	5418			4510	- 25			147475	- 99	29
OTHER FRAN - OTHER SHOP MATERIAL / GAS, OIL AND GREASE	30	4441, 4451		146029	65081	4457		1165153	509363	4372	30
OTHER FRAN - EXPRESS GAS, OIL, GREASE	31	4425									31
OTHER FRAN - SUBLET REPAIRS - SERVICE	32	4492, 4494		145188	54931	3783		1400636	479788	3426	32
TOTAL OTHER FRAN SERVICE GENERAL (LINES 28 THRU 32)	33		5708	2130256	1461242	6859	46297	17536382	11777314	6716	33
TOTAL SERVICE GENERAL (LINES 24 PLUS 33)	34		7389	2571304	1741269	6772	60003	21195358	14095762	6650	34
AUDI FRAN ALDI - PMA - GENERAL R.O. - CUSTOMER	35	4711		101969	39331	3857		9251158	359683	3888	35
AUDI FRAN ALDI - PMA - GENERAL R.O. - WARRANTY	36	4713		76978	22686	2947		639903	204627	3198	36
AUDI FRAN ALDI - PMA - GENERAL R.O. - INTERNAL	37	4717		22290	8414	3775		129678	48660	3752	37
AUDI FRAN ALDI - PMA - GENERAL R.O. - INTERNAL	38	4715		31930	9947	3115		249614	76706	3073	38
AUDI FRAN ALDI - PMA - P/B R.O. - CUSTOMER	39	4741									39
AUDI FRAN ALDI - PMA - P/B R.O. - WARRANTY	40	4743									40
AUDI FRAN ALDI - PMA - P/B R.O. - INTERNAL	41	4746									41
SUBTOTAL AUDI FRAN ALDI PARTS & ACC. (LINES 35 THRU 41)	42			233167	80378	3447		1944353	689676	3547	42
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - GENERAL R.O. - CUSTOMER	43	4702									43
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - GENERAL R.O. - WARRANTY	44	4703									44
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - GENERAL R.O. - INTERNAL	45	4704									45
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - GENERAL R.O. - INTERNAL	46	4705									46
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - P/B R.O. - CUSTOMER	47	4706									47
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - P/B R.O. - WARRANTY	48	4707									48
AUDI FRAN ALDI - PMA - EXECUTIVE SERVICE - P/B R.O. - INTERNAL	49	4708									49
SUBTOTAL AUDI FRAN ALDI PARTS & ACC. EXECUTIVE SERVICE (LINES 42 THRU 49)	50			233167	80378	3447		1944353	689676	3547	50
TOTAL AUDI FRAN ALDI PARTS & ACC. (LINES 42 & 50)	51			233167	80378	3447		1944353	689676	3547	51
AUDI FRAN OTHER MAKES - PMA - GENERAL R.O. - CUSTOMER	52	4719									52
AUDI FRAN OTHER MAKES - PMA - GENERAL R.O. - WARRANTY	53	4721									53
AUDI FRAN OTHER MAKES - PMA - GENERAL R.O. - INTERNAL	54	4723									54
AUDI FRAN OTHER MAKES - PMA - P/B R.O. - CUSTOMER	55	4726									55
AUDI FRAN OTHER MAKES - PMA - P/B R.O. - WARRANTY	56	4727									56
AUDI FRAN OTHER MAKES - PMA - P/B R.O. - INTERNAL	57	4729									57
ABSTRACT TOTAL OTHER MAKES - PARTS & ACC. (LINES 52 THRU 57)	58										58
AUDI FRAN ALDI - PMA - COUPLER - RETAIL	59	4771	83	10047	2733	2720	598	69160	23277	3366	59
AUDI FRAN ALDI - PMA - COUPLER - WHOLESALE	60	4773, 4775	423	202862	45299	2233	3485	1718662	371349	2161	60
AUDI FRAN ALDI - TRES - GENERAL R.O.	61	4705	112	75748	11965	1580	975	603625	94983	1574	61
AUDI FRAN ALDI - INVENTORY ADJUSTMENT - NEW PMA	62	5793			1580	30			3593	8	62
AUDI FRAN ALDI - COST OF SALES ADJUSTMENT LIFO	63	5708									63
SUBTOTAL AUDI FRAN ALDI - PMA PARTS & ACC. (LINES 59 THRU 63)	64			288657	61577	2133		2391447	493202	2062	64
AUDI FRAN OTHER MAKES - PMA - COUPLER - RETAIL	65	4772									65
AUDI FRAN OTHER MAKES - PMA - COUPLER - WHOLESALE	66	4774, 4776									66
AUDI FRAN OTHER MAKES - TRES - GENERAL R.O.	67	4707									67
AUDI FRAN OTHER MAKES - INVENTORY ADJUSTMENT - NEW PMA	68	5784									68
AUDI FRAN OTHER MAKES - COST OF SALES ADJUSTMENT LIFO	69	5790									69
SUBTOTAL AUDI FRAN ALDI - OTHER MAKES - PMA PARTS & ACC. (LINES 64 THRU 69)	70										70
TOTAL AUDI FRAN ALDI PARTS & ACC. (LINES 51 PLUS 70)	71			521824	141955	2720		4335800	1182878	2728	71
OTHER FRAN PMA GENERAL P/B R.O. - CUSTOMER	72	4761, 4731		794620	291942	3674		6424971	2314066	3602	72
OTHER FRAN PMA GENERAL P/B R.O. - WARRANTY	73	4763, 4733		555774	190327	3425		4335952	1444882	3332	73
OTHER FRAN PMA GENERAL P/B R.O. - INTERNAL	74	4765, 4735		225427	56601	2511		1949536	473548	2429	74
OTHER FRAN PMA COUPLER - RETAIL/WHOLESALE	75	4751, 4781	3055	1117904	341429	3054	25390	9161739	2785309	3040	75
OTHER FRAN TRES - GENERAL R.O.	76	4768	457	288889	37559	1309	3608	2244071	317844	1416	76
OTHER FRAN INVENTORY ADJUSTMENT - PARTS & ACC.	77	5796			104954	352			193659	80	77
OTHER FRAN COST OF SALES ADJUSTMENT LIFO	78	5797									78
TOTAL OTHER FRAN PARTS & ACC. (LINES 71 PLUS 72 THRU 78)	79			2980614	1022812	3432		24116269	7529308	3122	79
TOTAL PARTS & ACC. (LINES 51 PLUS 79)	80			3502438	1164767	3326		28452069	8712186	3082	80
TOTAL AUDI SERV. PMA PARTS & ACC. (LINES 51 THRU 80)	81			962872	421982	4383		7994776	3501316	4380	81
TOTAL SERV. PMA PARTS & ACC. (LINES 51 THRU 80)	82			7308007	3561891	4874		60284424	28487450	4726	82
GRAND TOTAL (LINES 24 PLUS 82 & 83)	83			38528977	6001463	1558		317761951	47370965	1491	83



GROSS PROFIT ANALYSIS
WHOLE DOLLARS ONLY

CURRENT MONTH

YEAR - TO - DATE

PAGE 10

SERVICE - GENERAL	LINE	ACCT.	ROs	CURRENT MONTH			YEAR - TO - DATE			LINE
				SALES	GROSS PROFIT	GP %	ROs	SALES	GROSS PROFIT	
AUDI FRAN. AUDI - LABOR/CUSTOMER SALES	1	4502								1
AUDI FRAN. AUDI - LABOR/WARRANTY SALES	2	4504								2
AUDI FRAN. AUDI - LABOR/INTERNAL SALES	3	4506								3
SUBTOTAL AUDI FRAN. AUDI - SERVICE PARTS (LINES 1 THRU 3)	4									4
AUDI FRAN. OTHER MAKES - LABOR/CUSTOMER SALES	5	4512								5
AUDI FRAN. OTHER MAKES - LABOR/WARRANTY SALES	6	4514								6
AUDI FRAN. OTHER MAKES - LABOR/INTERNAL SALES	7	4516								7
SUBTOTAL AUDI FRAN. OTHER MAKES - SERVICE PARTS (LINES 5 THRU 7)	8									8
AUDI FRAN. AUDI - PAINT, COMPOUND & OTHER MATERIALS	9	4551								9
AUDI FRAN. AUDI - SUBLET REPAIRS - PAINT & BODY	10	4591, 4593, 4594								10
AUDI FRAN. OTHER MAKES - PAINT, COMPOUND & OTHER MATERIALS	11	4553								11
AUDI FRAN. OTHER MAKES - SUBLET REPAIRS - PAINT & BODY	12	4597, 4598, 4599								12
TOTAL AUDI FRAN. SERVICE PARTS (LINES 1 THROUGH 12)	13									13
OTHER FRAN. LABOR - ALL	14	4507	2440	792418	539306	6806	19541	6659295	4548017	6830
OTHER FRAN. PAINT, COMPOUND & OTHER MATERIALS	15	4562		388117	104199	2685		3619165	1040353	2875
OTHER FRAN. SUBLET REPAIRS - PAINT & BODY	16	4592, 4594, 4596		53730	12350	2299		358537	91142	2542
OTHER FRAN. TOTAL SERVICE PARTS (LINES 14 THRU 16)	17		2440	1234265	655855	5314	19541	10636997	5679512	5339
TOTAL SERVICE - PAINT & BODY (LINES 13 THRU 17)	18		2440	1234265	655855	5314	19541	10636997	5679512	5339

DEalersHIP STATISTICS

SERVICE ANALYSIS	VEHICLE ATTENDANCE				WORKSHOP ANALYSIS				SERVICE - LABOR RATES		
	SERVICE MTD	SERVICE YTD	P&B MTD	P&B YTD	SERVICE MTD	SERVICE YTD	P&B MTD	P&B YTD	AUDI	OTHER	
AUDI	1275	10083			TOT. AUKL. HOURS - AUDI	26882	23352		CUSTOMER	170.00	165.00
ALL OTHER	7997	48229	220	1878	TOT. AUKL. HOURS - OTHER	16262	D 3872	29393	EFFECTIVE LABOR RATE CP	669.42	750.36
TOTAL	9272	58312	220	1878	TOT. PROD. HOURS - AUDI	2392	20863		WARRANTY	140.23	132.00
					TOT. PROD. HOURS - OTHER	14378	E 3492	42331	INTERNAL	170.00	159.00
					AUDI FLAT RATE HRS.	3967	22195		BODY		111.95
					OM FLAT RATE HRS.	15818	F 4801	43433			

SOLD HOURS

	AUDI MTD	AUDI YTD	OTHER MTD	OTHER YTD
CUSTOMER	2053	18533	10586	86233
WARRANTY	354	2835	2790	25717
ADVANT / CARE	390	2672		
INTERNAL	560	4541	2334	21584
TOTAL	3357	28581	15710	133534

INFORMATIONAL

	AUDI	ALL OTHER
SERVICE DAYS	19	126
P&B SERVICE DAYS		65
TOTAL RETURN ON SALES	4.06	
TOTAL DEALERSHIP ABSORPTION	85.9	
AUDI FRAN. ABSORPTION	71.0	
DEBT TO EQUITY	0.04	
CURRENT RATIO	2.84	
NWC	G	
NWC GUIDE	H	

NEW VEHICLE CONSOLIDATED MODEL ANALYSIS

CARLINE	UNITS	GROSS PROFIT	PNVR MTD	PNVR YTD
A3 / S3	83	- 107469	1091	1295
RS 3				
Q3				
A4 / S4	44	- 52147	1608	1185
ALLROAD				
A5 / S5	68	109362	1265	1608
RS 5	13	20046		1542
Q5 / SQ5	97	- 26130	- 464	- 269
A6 / S6	30	60207	- 41	2007
A7 / S7	8	1090	1287	- 136
RS 7				
Q7	62	12630	- 313	204
A8 / S8	7	11042		1577
R8	2	13298		6649
TT	2	- 840		- 420
TT RS				

TOTAL PERSONNEL EMPLOYED

	TOTAL	NEW	PRE-OWNED	SERV.	P&B	P&A
OWNERS - AUDI						
OWNERS - OTHER						
GENERAL MANAGER - AUDI	1.00	1.00				
GENERAL MANAGER - OTHER	6.00	6.00				
DEPARTMENT MANAGER - AUDI	4.00	1.00	1.00	1.00		1.00
DEPARTMENT MANAGER - OTHER	24.00	6.00	6.00	6.00	1.00	5.00
F&I MANAGER - AUDI	3.00	2.00	1.00			
F&I MANAGER - OTHER	9.00	8.00	1.00			
AUDI SALESPEOPLE	11.00	8.00	3.00			
SALESPEOPLE ALL OTHER	56.00	46.00	10.00			
FOREMAN - AUDI	1.00			1.00		
FOREMAN - OTHER	7.00			6.00	1.00	
DISPATCHER - AUDI	1.00			1.00		
DISPATCHER - OTHER	7.00			6.00	1.00	
AUDI SERVICE ADVISORS	4.00			4.00		
SERVICE ADVISORS ALL OTHER	44.00			34.00	10.00	
AUDI TECHNICIANS	14.00			14.00		
TECHNICIANS ALL OTHER	128.00			103.00	25.00	
PORTERS ETC. - AUDI	8.00	2.00	2.00	2.00		2.00
PORTERS ETC. - OTHER	53.00	14.00	12.00	21.00	3.00	3.00
AUDI PARTS PERSONNEL	3.00					3.00
PARTS PERSONNEL ALL OTHER	36.00					36.00
OFFICE MANAGER - AUDI	1.00	1.00				
OFFICE MANAGER - OTHER	5.00	3.00			1.00	1.00
CLERICAL - AUDI	6.00	2.00	1.00	2.00		1.00
CLERICAL - OTHER	43.00	19.00	5.00	14.00	3.00	2.00
TECHNICAL SPECIALIST - AUDI						
TECHNICAL SPECIALIST - OTHER						
TOTAL	475.00	119.00	42.00	215.00	45.00	54.00

AUDI FRANCHISE; PREOWNED AUDI CARE & SERVICE CONTRACTS ANALYSIS (FROM PAGES 7 & 8 LINES 61 & 64)

	MTD				YTD			
	Contracts	Sales	Gross Profit	PUVR	Contracts	Sales	Gross Profit	PUVR
AUDI CARE CONTRACTS - CPO								
SERVICE CONTRACTS - CPO								
AUDI CARE CONTRACTS - APO								
SERVICE CONTRACTS - APO	40	49694	4860	122250	342463	51826	207	67